

## Message Text

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ORIGIN EA-09

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R 110131Z SEP 76

FM SECSTATE WASHDC

TO AMEMBASSY SEOUL

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E.O. 11652:GDS

TAGS: ETRD, EPAP, KS, US

SUBJECT: KOREAN TOBACCO EXPORTS -- VISIT OF UNIVERSAL  
LEAF TOBACCO COMPANY EXECUTIVES

1. ALLEN B. KING, ASST STATE TREASURER OF UNIVERSAL LEAF  
TOBACCO COMPANY OF RICHMOND, VIRGINIA, NOTIFIED DEPARTMENT  
SEPTEMBER 10 THAT HE AND UNIVERSAL LEAF SENIOR VICE  
PRESIDENT H. B. CONE PLAN TO VISIT SEOUL BEGINNING SEP-  
TEMBER 15 TO DISCUSS PURCHASE OF A TOBACCO REDRYING PLANT  
AND EQUIPMENT FROM ROK MONOPOLY OFFICE.

2. KING EXPLAINED THAT UNIVERSAL LEAF HAS BEEN NEGOTIATING  
WITH MONOPOLY OFFICE FOR SOME MONTHS OVER PLANT PURCHASE  
(EXPECTED TO COST ON THE ORDER OF \$4.5 MILLION) BUT THAT  
NEGOTIATIONS HAVE BECOME STALLED ON TWO POINTS:

(A) THE FAILURE OF THE MONOPOLY OFFICE TO GUARANTEE  
EXPORT QUANTITY OF TOBACCO WHICH WOULD BE PROVIDED TO  
UNIVERSAL LEAF AND

(B) MONOPOLY OFFICE INSISTENCE THAT KOREAN PARTNER OWN

51 PERCENT OF PLANT.

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3. KING SAID THAT UNIVERSAL LEAF KOREAN REPRESENTATIVES  
P. R. OSBOURNE AND A. C. TUCKER HAVE EXPLAINED NATURE-  
OF PROBLEM TO EMBASSY AND THAT THE COMPANY IS VERY  
APPRECIATIVE OF EMBASSY EFFORTS ON ITS BEHALF SO FAR.

4. KING SAID THAT HE FEELS OUTSTANDING QUESTIONS MAY  
HAVE TO BE RESOLVED BY DPM NAM AND THAT HE AND CONE  
WILL PROBABLY SEEK APPOINTMENT WITH NAM.

5. DEPTOFF REPLIED THAT WE WERE NOT SANGUINE ABOUT  
PROSPECTS OF MEETING NAM WITH OR WITHOUT EMBASSY'S  
ASSISTANCE BUT THAT WE WERE CERTAIN EMBASSY WOULD  
PROVIDE WHAT HELP IT COULD.

KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** PROCUREMENT, TOBACCO, VISITS, INDUSTRIAL PLANTS  
**Control Number:** n/a  
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**Draft Date:** 11 SEP 1976  
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**Disposition Approved on Date:**  
**Disposition Authority:** izenbei0  
**Disposition Case Number:** n/a  
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**Disposition Date:** 28 MAY 2004  
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**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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